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# CANADA, BUSINESS AND YOU









Employment and  
Immigration Canada

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Immigration Canada

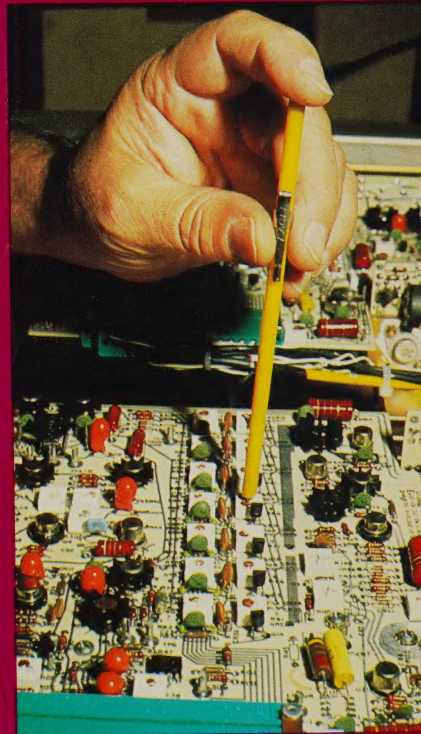
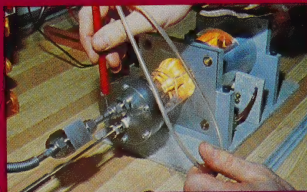
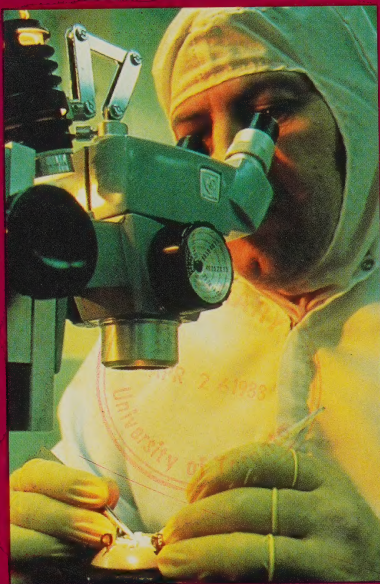
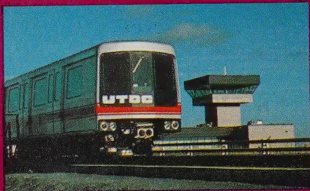
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# Canada, business and you



**An introduction to the Canadian business world**







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*The information in this book was accurate  
at time of printing*





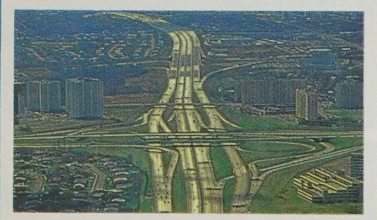


# Introduction

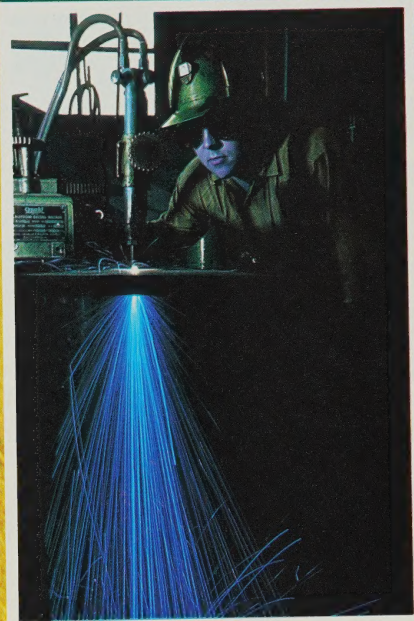
## In Canada, business opportunities are now beckoning

Because:

- It's a vast nation whose varied geography and population distribution offer a setting to match the needs of any business: sophisticated city, industrial centre, agricultural heartland, or untapped wilderness.
- It's a young nation just entering its most productive economic development. Entire new industries (for example, in high-technology communications) have been launched within the past decade. As this pace accelerates, spin-off opportunities are ripe for development.
- Canada is ideally suited for reaching the world's markets. Many business centres are only a day's trucking from large markets in the United States, and Canada's transport systems easily reach the markets of Europe, South America and the Pacific Rim.
- Canada's federal, provincial and territorial governments offer programs to help business immigrants with initial decisions and working arrangements. This includes information concerning choice of location, tax and other incentives, labour conditions and other essential statistics. In addition, several provincial governments offer special incentives to business persons whose proposals coincide with provincial development plans.
- Canada has streamlined immigration procedures for business persons whose plans meet particular criteria. Basically, these relate to how promising the business or investment venture appears to be as an employer of Canadians and how well it meshes with regional plans for economic development.









# A dynamic economy

Now is an opportune time to become a player in the Canadian economy. A report issued by the Economic Council of Canada, an independent federally-funded agency that examines the long-term effects of various economic trends, commented:

*"More and more, Canada is becoming part of a world that is both specializing and diversifying, with industrial production increasingly aimed at world markets and with enormous prospects for international trade, travel and capital flows."\**

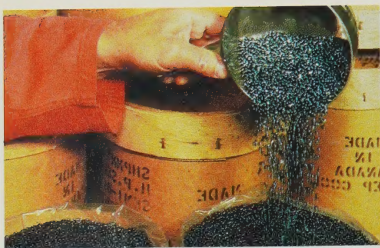
Historically, Canada's economy has been vigorous. Traditionally relying on its vast reservoirs of natural resources for economic wealth, the nation has, despite its small population, developed a large and sophisticated manufacturing sector.

When it comes to government involvement in the economy, Canada stands between the minimal involvement characteristic of the United States and the more substantial involvement of European governments. In Canada, the provincial governments develop economic policies specifically tailored to their own situations, but also influence national economic policy by communicating their broader needs and objectives to the federal government.



*\*On the Mend, Economic Council of Canada, a report available through the Canadian Government Publishing Centre, Supply and Services Canada, Ottawa, Canada, K1A 0S9 (Catalogue No. EC 21-1/1983E), p. 14.*







# The world is our marketplace

Canada is the ninth largest trading nation in the world, and well placed to improve its position. Even during the recent worldwide recession, Canada has maintained a remarkably stable position. For example, in 1960 our exports of manufactured goods stood at approximately \$3.5 billion; by 1970 the total was approximately \$12 billion; by 1980, \$52.9 billion; and by 1986, \$57.8 billion. Measured in constant U.S. dollars, Canada's share of the developed-nation total remained, throughout the recession of the last decade, at 4 percent. In fact, during the past 20 years, Canadian exports have grown at a faster pace than has the national economy as a whole.

## The markets

Canada's traditional and still most significant trading partner is the United States, where markets for Canadian exports continue to grow. In 1960 the United States purchased 56 percent of our total exports; in 1986 the proportion hovered around 77.6%. Our other major customers have traditionally been England, the European Economic Community and Japan. However, the proportion of exports to each country has been changing. In 1960, our exports to the United Kingdom comprised 17 percent of total exports; for Japan the figure was 3 percent. By 1985, the United Kingdom's share had dropped to 2 percent, while Japan's had risen to nearly 5 percent. Markets in the Middle East are also growing, from .7 percent in 1960 to 2 percent in 1983.

In 1983, for the first time, Asian countries bought more Canadian goods than Western Europe did, and anticipation in today's Canadian business community centres on the rapidly emerging markets of the Pacific Rim coun-

tries. These and the growing markets of South America hold great potential for future trade opportunities.

## The commodities

In recent years Canada has exported an increasing proportion of manufactured products in addition to the resource-related, unprocessed materials (iron ore, grain, forest products) that have always been the mainstay of our exports. In 1983, fully finished nonfood manufactured goods made up just over 47 percent of the export total; in 1960 they represented only 7.8 percent.

## Canada's trade policy

The Canadian government is committed to:

- giving priority to strengthening the multilateral trade and payments system;
- ensuring that foreign laws, regulations and practices do not hinder access to export markets of Canadian producers;
- taking full advantage of Canada's rights under bilateral and multilateral trade agreements, thereby safeguarding access to export markets;
- working closely with Canadian producers and each provincial government to seek out and develop new export markets;
- expediting legislation that will ensure our producers benefit fully from Canada's rights under international agreements that deal with unfair and injurious imports.





# Transportation and communications

**I**t should come as no surprise that Canada's transportation and communications systems are well developed: These factors become basic priorities in a country whose land mass covers 10 million square kilometres. To reach their markets, domestic or international, Canada's business people take advantage of state-of-the-art communications technology combined with space-age transportation systems. They can establish contacts and deals by telephone and teletext with any country in the international communications network, then deliver their goods using the appropriate air, rail, water and highway transportation.

## Transportation

**Highways:** Most businesses rely on Canada's 800,000 kilometres of roads for transporting their products within Canada and to markets in the United States. The limited-access and super-highways that connect the ten provinces and two territories are toll-free and reciprocal agreements with the United States guarantee Canadian truckers the same access to American highways as their own truckers enjoy.

**Air:** Canada has approximately 1200 licensed airports. Featuring equipment on a par with the world's major air terminals, these facilities cater to international trade by developing exhibit centres, warehouses and ground-transportation systems on the large tracts of land that surround most Canadian airports. The major air carriers, Air Canada and Canadian Airlines International (CAI) believe in keeping pace with today's technology, and consequently fly some of the most advanced planes available.

**Shipping:** In addition to the major container-shipping ports, such as the superports at Vancouver and Prince Rupert, both on the west coast, and Halifax on the east coast, Canadian shippers rely on the interior ports that

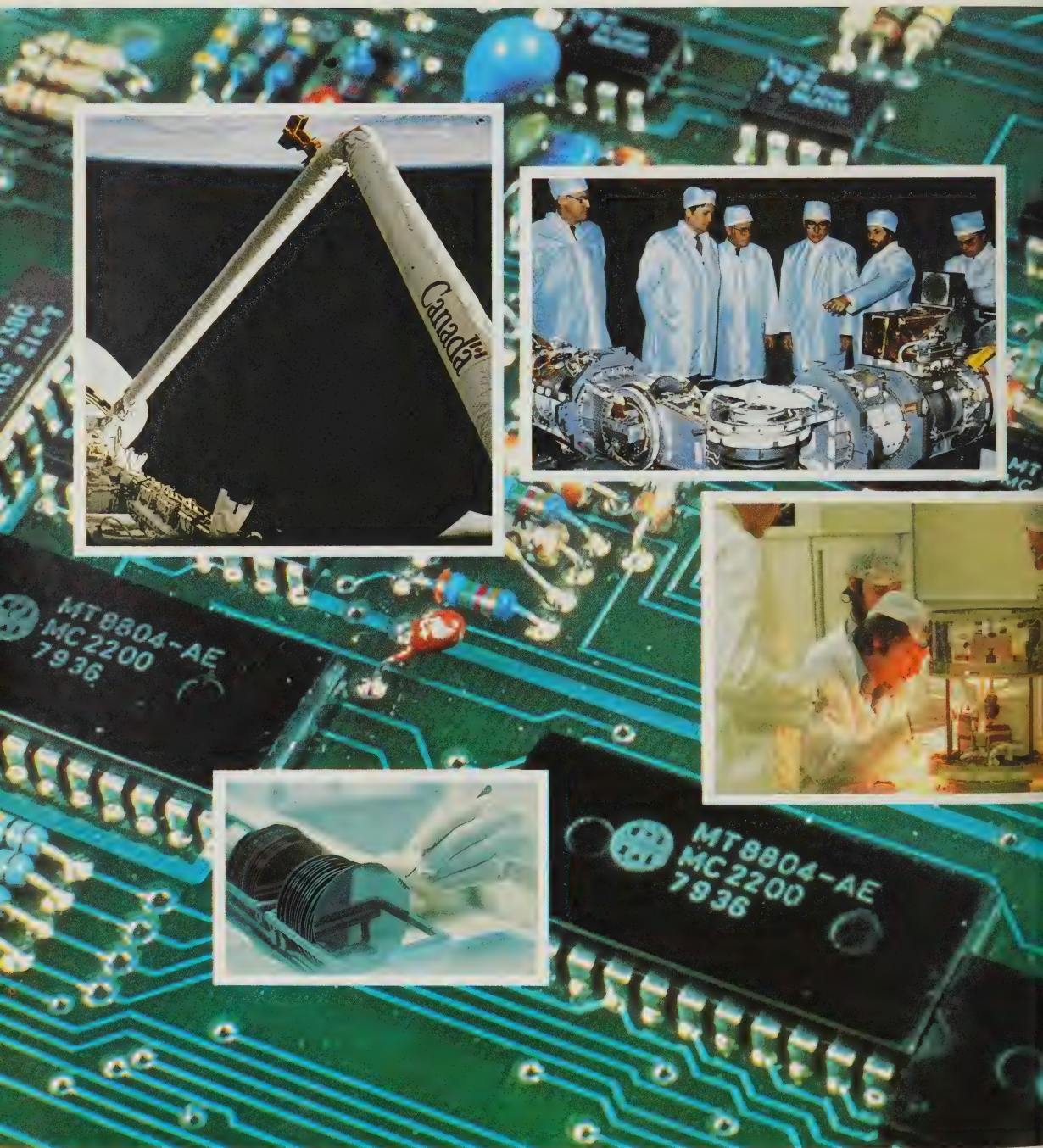
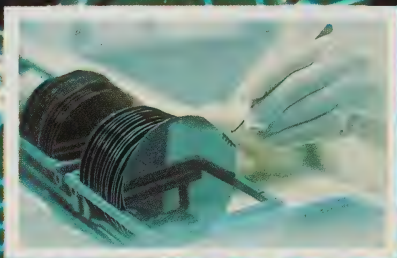
are serviced by the Saint Lawrence Seaway in combination with a sophisticated canal system. Central and east coast shippers have begun developing vessels that combine the facilities of lakercs and ocean-going ships, thereby enabling one-vessel transportation from lakeside docks to ocean ports. This has become a common way to ship products from interior Canadian lakes to Mexico and the Caribbean.

**Rail:** Two transcontinental railways, Canadian National and Canadian Pacific, offer multi-modal transportation services, with emphasis on quick, inexpensive and efficient long-distance movement of bulk commodities and containers. This rail system is currently undergoing extensive expansion, with double-tracking planned along the popular route to the west coast.

## Communications

A pioneer in satellites, fibre optics and interactive videotex and teletext systems, Canada is a world leader in communications technology. A complex communications gridwork links Canadian telephones not only to telephones throughout the developed world, but to a wide array of Canadian and American radio, television, and computer facilities. The business community has been quick to take advantage of the resulting opportunities: The "electronic office" is already routine in most large firms. When connected to their counterparts throughout the country, these machines provide virtually instant transmission of business documents. Teleconferencing via multi-party telephone links has become a common way to speed corporate decision-making and cut costs.







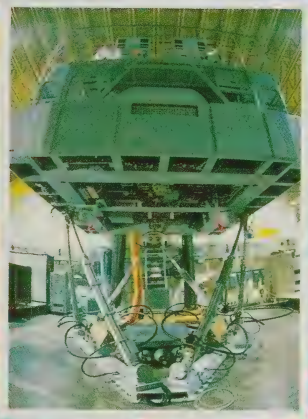
# Leading-edge technology

The technological revolution that has swept across so many developed countries in the past decade has been underway in Canada since the late 1960s. Breakthroughs in the areas of microcomputers, fibre optics and telecommunications satellites led to the establishment of new Canadian industries eager to supply spinoff products related to various aspects of the new technology.

## Research and development in other areas

At present, Canadian industry's share of total research and development expenditures (in Canada) is around 40 percent. This is a relatively low figure when compared with the research and development expenditures of other industrial nations. (In most major industrial countries, the business sector accounts for 40 to 50 percent of research and development funding and carries out 50 to 65 percent of all research and development.) Consequently, the federal and provincial governments of Canada have agreed that they must collaborate closely on scientific and technological policies, with particular emphasis on helping industries respond to regional and national objectives.

Canada employs some 26,000 scientists and engineers distributed more or less equally among government institutions, businesses and universities. A long-standing policy encourages the transfer of technology developed in government labs to the private sector through granting of production licenses at minimal costs to qualified applicants. This has resulted in the creation of numerous private businesses that produce and sell a wealth of products, some of which have captured a world market, for example, in carbon dioxide lasers.





## Reasonably priced land

**B**usiness immigrants who seek office, factory, or other commercial space for their businesses may find that, compared to their home countries, rental or purchase prices are relatively low.

Most Canadian communities have developed “industrial parks” specifically designed to meet the needs of various businesses, whether for manufacturing plants, office buildings or warehouses. These parks are equipped with building lots of various sizes, each serviced with the specialized power lines, water mains and other requirements common to most commercial operations. Some sites already have buildings on them; in others, the construction is left to the clients. They can be rented or purchased.





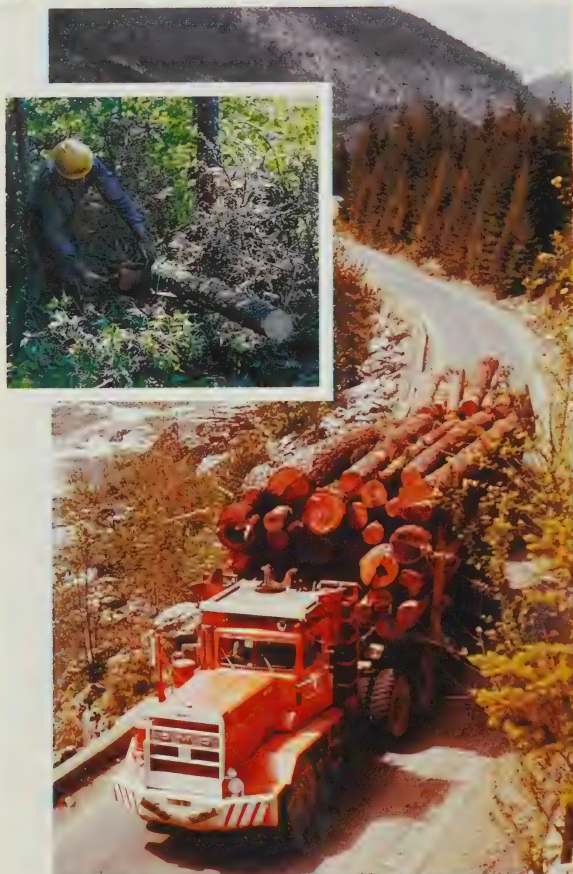
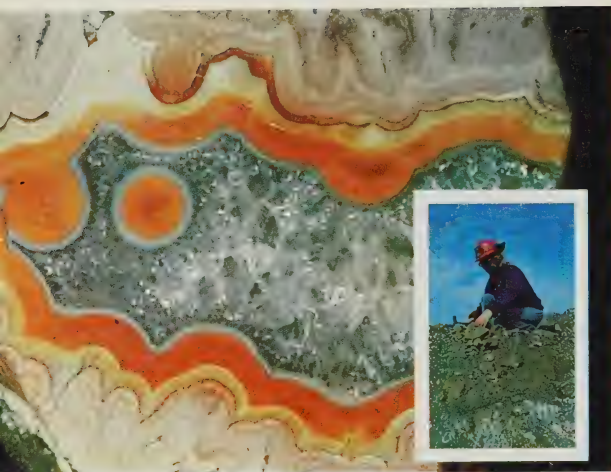
## Plentiful, inexpensive energy

Canadian businesses also pay relatively inexpensive rates for energy (although this advantage must be weighed against the fact that Canada's climate requires several months of intensive heating-fuel consumption). However, whether they use gas, electricity, oil, or a combination of these sources, Canada's industrial and commercial businesses take for granted the convenience of all the energy they need, the moment they need it.

At present, Canada ranks second in world production of hydroelectric power, while pipelines from the province of Alberta, the largest Canadian producer of oil and natural gas, carry these fuels west to British Columbia and east as far as New Brunswick. Recent oil and gas discoveries both off the Atlantic coast and in other provinces hold promise as future sources.









# Abundant natural resources

Not only is Canada the second largest country in the world, it is also one of the world's largest repositories of natural resources, many of which have been barely tapped.

## Mineral wealth

Canada's industrialists will never have to worry about import costs and secure supplies of raw materials. In their own back yards, so to speak, Canadians have access to over sixty different mineral deposits, including iron ore, nickel, copper, zinc, gold, silver, lead, uranium, asbestos and potash. These have for years formed the major portion of our exports, either in crude or partially processed form.

## Fossil fuels

Natural gas and hydro power are plentiful, and Canada's domestic petroleum sources are expanding as new deposits are discovered and less accessible sources, such as those in the Beaufort Sea, yield to the intensive technological innovation now going on in Canada's North. Coal, while readily available, is no longer Canada's favourite heating fuel (having been passed over in favour of the cleaner oil, gas and electricity), but it has recently become a major export commodity: In 1985 our largest export consumer was Japan, which purchased 66 percent of our total coal exports. This trend is expected to grow as more and more developing countries require this commodity to fuel their industrial furnaces. In 1985, customers included South Korea, Brazil, France and Taiwan.

## Forestry

Directly or indirectly, Canada's forests support one in every ten employed Canadians. In 1986 forest product exports exceeded \$17.5 billion, far more than any other commodity group. Forest land suitable for producing timber covers more than 2.2 million square kilometres, with the total volume of wood estimated at 19,644 million cubic metres. Canadian forest industries include logging, the primary wood and paper

manufacturing industries, and the secondary wood and paper industries.

## Agriculture

Farming is another major contributor to our total export picture. In 1985 total net farm income was over \$4.3 billion, with wheat being one of our most important cash crops. Seventy-nine percent of Canada's farmland is in the prairie provinces of Alberta, Saskatchewan and Manitoba, and it is in these provinces that the largest proportion of Canada's farm income is produced. Major field crops in addition to wheat are the grain crops (such as corn, oats and barley), rye, flaxseed, rapeseed, soybeans, tobacco, and mustard and sunflower seed.

Fruit and vegetable production, including processed vegetables, exceeded \$1 billion in 1984. Canadian farmers grow over thirty fruits and vegetable crops, the most significant of which is the apple crop. Potatoes are one of the major vegetable crops, grown mainly in the maritime provinces.

Livestock farming includes the raising of cattle, pigs, sheep and poultry. Although Canada produces much of its own supply of beef, dairy products and poultry, it also both exports and imports these products.

## Fisheries

Fishing is Canada's oldest primary industry. Although its contribution to our gross national product has declined in recent decades, new world markets are now reversing this trend. In 1977, Canada's fish export value was \$816 million; by 1986, the value had increased to \$2.4 billion. Among the world's fish exporting nations, Canada has been in first place since 1978 and our fresh and salt water fisheries continue to offer abundant supplies. Emerging markets, particularly among Pacific Rim countries, have encouraged the industry, with government assistance, to begin experimenting with fish farming techniques, a development that offers many new business opportunities.





## An educated labour force



Within the past 20 years, Canada's work force has become increasingly urbanized, educated and ethnically diverse. Since the median age of the population as a whole is close to 30, and since the birth rate has declined at a time when there has been modest growth in the proportion of elderly citizens, the size of Canada's working population, compared with its dependent population, has grown significantly.

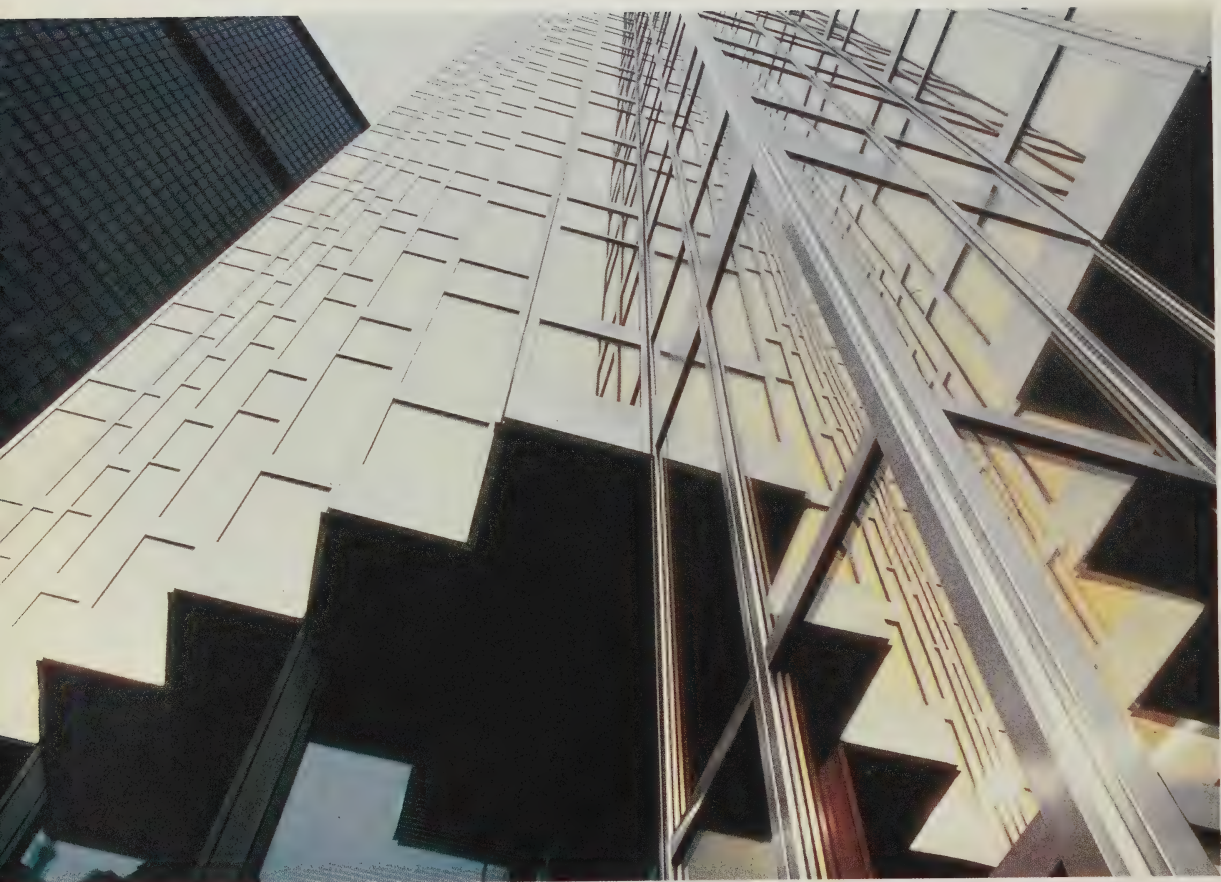
Among workers aged 25 and over, men make up approximately 46 percent of the labour force; women, approximately 33 percent. Young people (many of whom are in part-time jobs) comprise the remaining proportion.

This work force is well educated. In addition to the high schools, colleges and universities that are to be expected in a highly developed nation, Canada's relatively inexpensive educational system is characterized by broad diversification in non-university learning institutions such as technical and trade schools and "community colleges". These colleges are local educational facilities that may offer not only post-high school but pre-college courses leading to careers in areas from auto mechanics to zoology. Today, full-time community college enrolment is about two-thirds that of universities.

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**Note** – The material in this section was taken from the Economic Council of Canada's report *On the Mend*.





# Sophisticated financial services

## Private institutions

Canada's financial institutions include banks, trust and mortgage companies, co-operative credit unions, finance companies, insurance companies and pension funds. In addition, major financial intermediaries such as investment dealers and investment bankers can arrange business financing, and in recent years the high-risk and venture capital fields have developed innovative financing schemes.

The predominant financial institutions, however, are the privately owned chartered banks. These banks have always been active internationally, but over the last ten years their foreign currency operations have expanded so rapidly that they exceeded those of Canadian dollar operations. Today Canadian banks are among the most active in the world on international markets: Foreign currency business now accounts for nearly 40 percent of the chartered banks' total balance sheet. The services they offer their international customers include risk coverage and financial and transaction services.

In 1980 Canada amended its Bank Act to allow foreign banks to operate Canadian subsidiaries. By 1982, this move increased the number of chartered banks from 11 to almost 60.

## Federal institutions

The main federal banking institution is the Bank of Canada. The agency directly responsible for Canada's monetary policy, it controls interest

rates by setting the *prime rate* (the rate banks charge their most favoured loan customers), and is responsible for regulating currency.

The Federal Business Development Bank offers financial assistance to businesses (particularly smaller ones) unable to obtain commercial bank financing on reasonable terms.

The Export Development Corporation, which is similar to the United States' Eximbank, provides two types of services designed to promote Canadian exports: insurance and guarantees, and long-term loans.

## Provincial institutions

Every province operates a financial agency designed to provide credit assistance to businesses in the province. For more information, contact the appropriate provincial office listed on page 13 of *Government programs, services and contacts*.













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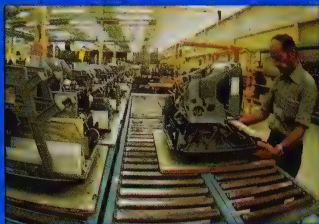
# Canada, business and you



**Government programs, services and contacts**

Canada



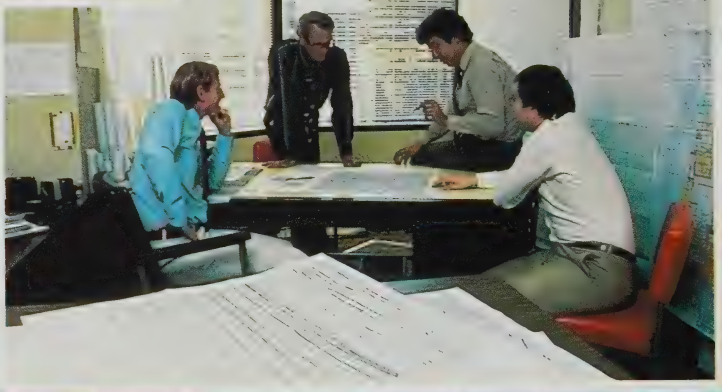


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*The information in this book was accurate at time of printing.*





# Introduction

The Canadian business community can obtain considerable assistance from government programs and services at the federal, provincial, and in some cases, local level. Business immigrants, once they have arrived in Canada and set up their businesses, have equal access to this assistance.

At first, you may deal primarily with four federal departments or agencies:

- External Affairs
- Employment and Immigration Canada
- Investment Canada
- Regional Industrial Expansion

*External Affairs* is the department that carries out all activities relating to Canada's international affairs and therefore represents Canada abroad through embassies and consular posts. It is through these embassies and posts that most business persons seeking to immigrate to Canada first make contact with the Canadian government. Visa officers located in these missions are responsible for counselling and selecting prospective immigrants. They will provide you with advice concerning the development of a business in Canada.

*Employment and Immigration Canada* has two major responsibilities: It oversees and carries out all policies and programs relating to employment within Canada; and it develops Canadian immigration policies and procedures and administers them within Canada. Consequently, once you are established in Canada, you will be involved with the department not only because of the immigration process itself, but also throughout your business life, as an employer of other Canadians.

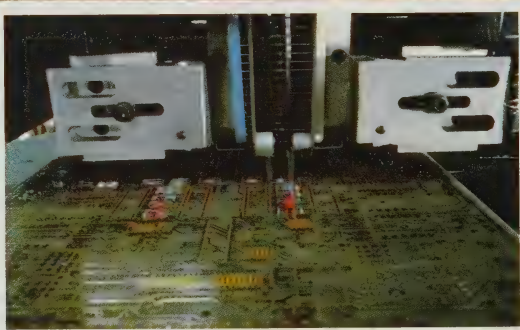
*Investment Canada* is responsible for the promotion of investment in Canada. It can offer a variety of key investment services, including information on everything you need to know about doing business in Canada. Through close

collaboration with Canada's embassies and consulates, Investment Canada can provide these services in your country of origin as well as in Canada.

*Regional Industrial Expansion* is the major department dealing with the Canadian business world. It administers most of the programs initiated by the government on behalf of Canada's commercial and industrial sectors. Members of the Canadian business community tend to regard Regional Industrial Expansion as "their" department: the one that most directly represents their individual and collective interests to the federal government.

However, the federal government consists of some 30 additional departments and agencies, many of which, at one time or another, become involved in programs or services that affect the business community. A number of these departments are of particular interest to business immigrants just beginning to set up a business in Canada. This booklet describes the programs and services of greatest immediate interest. It also includes a list of addresses to contact for information about provincial programs and services. For information related to municipal programs, request a reference from the province in which the municipality is located. The provincial offices listed here will have the most up-to-date information about municipalities.





# Investment Canada

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## **Investment Canada**

C.D. Howe Bldg.  
240 Sparks Street  
5th Floor West  
Ottawa, Ontario  
K1P 6A5

Investor Services: (613) 995-0465

**I**nvestment Canada is at your service. The professionals at Investment Canada can tell you what you need to know about doing business in Canada. They are at your service to give you the latest information on Canadian industry and commerce, including:

- markets in Canada and markets accessible from Canada;
- trade services;
- energy;
- transportation and communications;
- labour;
- incentive programs; and
- joint ventures and licensing in Canada.

Through its close working relationship with other federal departments, provincial governments, and business associations worldwide, Investment Canada can offer a comprehensive information network.

The agency can also put you in touch with the right people to make things happen in Canada. Investment Canada can help you establish contacts in the public and private sectors and identify potential investment opportunities and partners.

Investments in Canada by business immigrants will not generally be subject to notification or review under the Investment Canada Act.

To learn more about what Investment Canada can do for you, write to the address above or contact Investor Services.





# Financial and marketing assistance

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## **Regional Industrial Expansion (DRIE)**

Head Office  
235 Queen St.  
Ottawa, Ontario  
K1A 0H5

Telephone : (613) 995-5771

**T**his is the federal department most directly involved with Canada's industrial, commercial and tourism sectors. Created to stimulate business in these sectors throughout Canada, DRIE is active in four major areas: it communicates and works with representatives of Canadian business, labour, other levels of government, and the academic community; it develops the administrative framework required by government policies; it provides financial, marketing and other technical information to businesses; and where necessary, it extends direct financial assistance to business enterprises.

To help Canadian businesses remain internationally competitive, the department, through a variety of policies and programs, encourages firms to develop and produce new products, processes and services; to expand and modernize production; to market such products at home and abroad; and to develop the flexibility needed to respond quickly to changing market conditions.

To ensure quick and direct accessibility to the department, DRIE has established offices in every province of Canada. (See page 12 for addresses.)

Of the numerous programs DRIE administers to assist Canadian businesses, the following may be of particular interest to business immigrants.

### **The Industrial and Regional Development Program (IRDP)**

This program can provide financial assistance to businesses through repayable and non-repayable contributions. It is aimed at encouraging industrial and commercial development in all areas of Canada with enriched assistance in underdeveloped areas. Eligible projects include

the development of new products or processes; new industrial designs for mass-market products; and establishment of new or modernized production facilities. In Atlantic Canada, assistance of less than \$2 million under IRDP is administered by the Atlantic Canada Opportunities Agency (ACOA).

### **Tourism programs**

The Department of Regional Industrial Expansion (DRIE) includes Tourism Canada. This office is responsible for delivering an international marketing program; for facilitating the development of the tourism products; for developing sound economic and industry data for use by all the partners; and for integrating tourism activities, not only for DRIE but for other players in the federal government. For more detailed information, contact:

Tourism Canada  
4th Floor East, 235 Queen Street  
Ottawa, Ontario  
K1A 0H5

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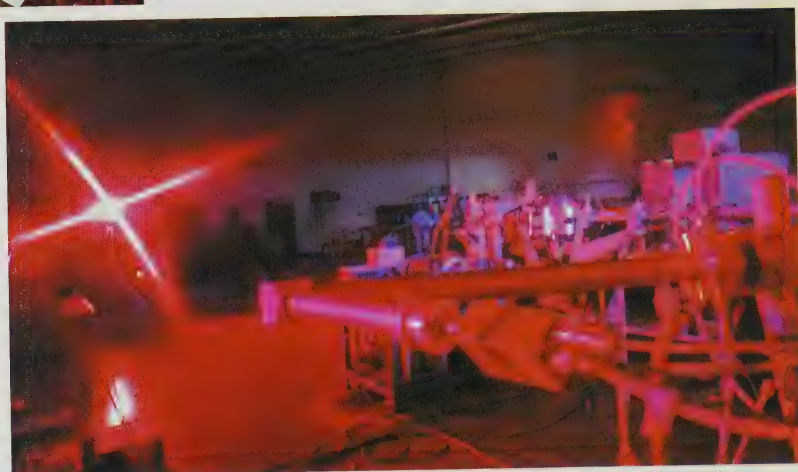
## **External Affairs Canada (EAC)**

Head Office  
Lester B. Pearson Bldg.  
125 Sussex Drive  
Ottawa, Ontario  
K1A 0G2

Telephone: 1-800-267-8376

**T**his department coordinates implementation of the Canadian government's foreign policy decisions, advises the government on matters of foreign policy, represents Canada in foreign countries and on international organizations, negotiates international agreements, and promotes Canada and its interests abroad. Headquarters for Canada's Trade Commissioner Service, the department develops and administers all export trade programs and offers a variety of programs and services to assist Canadian businesses in becoming internationally competitive and in establishing or expand-





ing markets abroad. Both advice and financial assistance are geared primarily to Canada's agricultural, manufacturing and service industries.

### **The Trade Commissioner Service**

More than 100 embassies, consulates and trade offices promote Canadian exports and protect Canadian commercial interests around the world. These offices can also provide Canadian businesses with information about another country's economy, markets and credit system. They serve as the contact points in Canada's trade and economic relations with other nations. Canadian businesses rely on them for up-to-date information regarding the export of Canadian products to specific areas.

### **INFO/EXPORT**

INFO/EXPORT is staffed by trade officers who can respond to questions on all aspects of Canadian export trade, including assistance programs available to Canadian exporters. One such program is the Program for Export Market Development (PEMD). Under PEMD, the department organizes trade missions to other countries, arranges visits to Canada for foreign buyers wishing to examine Canadian products and industrial capabilities, and sponsors Canadian participation in trade fairs abroad. It also offers financial help to eligible companies on a shared-risk and shared-cost basis to cover certain costs related to project bidding, establishment of export consortia in Canada, establishment of permanent sales offices abroad, trade fairs and visits.

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### **Federal Business Development Bank (FBDB)**

800 Victoria Square  
Montreal, Quebec  
H4Z 1L4

Telephone: (514) 283-5904

Mailing address:  
Box 335  
Tour de la Bourse  
Montreal, Quebec  
H4Z 1L4

**T**his Crown corporation has more than 80 branches across Canada to extend financial assistance to new or existing businesses that cannot obtain financing from other sources on reasonable terms. The Bank assists through loans, loan guarantees or equity financing. It also offers a matchmaking service linking potential investors to companies requiring financing. For companies requiring start-up funds, or for those engaged in high-risk ventures that offer high growth potential, the FBDB may assume a minority ownership in the firm by purchasing shares that the company can later redeem. Alternatively, the Bank may act as a catalyst to obtain financing for the firm from other financial institutions. FBDB also offers comprehensive management services such as training, counselling and information for small businesses.

For detailed information contact the Bank at the above address.

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### **Export Development Corporation (EDC)**

Head Office  
151 O'Connor St.  
Ottawa, Ontario

Mailing address:  
Export Development Corporation  
Box 655  
Ottawa, Ontario  
K1P 5T9

Telephone : (613) 598-2500

**T**he Export Development Corporation helps Canadian exporters compete in world markets by providing them with a wide range of financial services. These services include short-term and medium-term insurance to cover Canadian export sales or investments against commercial and political risks; guarantees to facilitate exporters' arrangements with banks issuing performance or bid instruments on their behalf, or providing financing for an export transaction; and medium-term or long-term financing for foreign buyers.

For more information, contact the Corporation at the above address.





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## **National Research Council (NRC)**

Head Office  
Montreal Rd.  
Ottawa, Ontario  
K1A 0R6

Telephone : (613) 993-9101

**T**his is the federal government's major establishment for world-class scientific research. NRC's scientific and industrial programs encompass basic and applied research designed to broaden the frontiers of knowledge in areas such as energy, food, transportation, and building and construction.

To support industrial innovation, NRC undertakes research in promising areas of new technology and has developed effective methods for transferring the result to industry, where it can be commercialized. The Council also assists industry directly with technical and financial support for developing specific projects to the point of industrial and commercial utilization.

### **Industrial Research Assistance Field (IRAF) Network**

By putting the federal government's scientific research and development resources at the disposal of industry, IRAF Network is designed to increase the calibre and scope of industrial research and development. The program offers a variety of assistance, including advice and guidance on industrial technology and government programs, and on locating, interpreting and adapting existing technology. It also offers assistance with short-term studies or tests and provides labour support through short-term employment of students, as well as salary

# Your labour force

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assistance for certain research and development projects.

A publication outlining the IRAF Network is available from:

General Manager  
Industrial Research Assistance  
Field Network  
National Research Council of Canada  
Montreal Road  
Ottawa, Ontario  
K1A 0R6

Telephone: (613) 993-5326

## **Industrial Research Assistance Program (IRAP) — Laboratory Network Projects**

NRC administers this program, formerly the Program for Industry/Laboratory Projects, to help Canadian firms take commercial advantage of technology and scientific knowledge developed in government and university laboratories and sources of technology overseas. Features include a costs-sharing contribution, and technical assistance such as consultation, delivery of data, collaborative research, and access to government laboratory facilities. A publication outlining the IRAP — Laboratory Network Projects program is available from:

General Manager  
IRAP — Laboratory Network Projects  
National Research Council  
Montreal Road  
Ottawa, Ontario  
K1A 0R6

Telephone: (613) 993-1790

## **Employment and Immigration Canada (EIC)**

Head Office  
Place du Portage, Phase IV  
140 Promenade du Portage  
Hull, Quebec  
K1A 0J9

Telephone : (819) 994-2949  
(Communication Centre)

**T**his department is responsible not only for immigration to Canada but also for fostering employment opportunities in Canada. It offers programs and services designed to aid employers in locating the employees they need, and employees in locating jobs. It also provides a variety of training services that both employers and job seekers can take advantage of. For more information contact your nearest Canada Employment Centre.

### **Canada Employment Centres**

Employers and job seekers can list their employment needs at any of the more than 400 Canada Employment Centres that the department maintains throughout Canada. The department supplements these main and branch offices with close to 50 offices that provide special or centralized services, and itinerant services to remote or isolated communities. Post-secondary students can register with or be recruited from Canada Employment Centres on Campus and, during the summer months, more than 450 Summer Student Offices.



# Aid for farming



## Agriculture Canada (AGC)

Head Office  
Sir John Carling Bldg.  
Central Experimental Farm  
930 Carling Ave.  
Ottawa, Ontario  
K1A 0C5

Telephone: (613) 995-5222

**T**his department is responsible for federal policies, programs and regulations related to agriculture and food. Agriculture Canada's activities include the grading and inspection of foods, seed certification, regulation of pesticides and fertilizers, scientific research, international agriculture liaison, and the dissemination of information. The department also carries out market development programs, market forecasts and reports, and diagnostic and control programs for animal diseases.

The main source of long-term financial assistance to farmers in Canada is the Farm Credit Corporation. For information, contact the abovementioned address.

# Addresses of EIC regional contacts

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## Prince Edward Island

Regional Director of Immigration  
Canada Employment and  
Immigration Commission  
85 Fitzroy St.,  
P.O. Box 8000  
CHARLOTTETOWN, Prince Edward Island  
C1A 8K1 (902) 566-7736

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## New Brunswick

Manager, Recruitment and Selection  
Canada Employment and  
Immigration Commission  
975 Hanwell Road  
P.O. Box 2600  
FREDERICTON, New Brunswick  
E3B 5V6 (506) 452-3712

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## Nova Scotia

Chief, Recruitment and Selection  
Canada Employment and  
Immigration Commission  
Can Plan Building  
1888 Brunswick Street  
P.O. Box 2463  
HALIFAX, Nova Scotia  
B3J 3E4 (902) 426-2906

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## Manitoba

Regional Business Immigration Coordinator  
Canada Immigration Centre  
Eaton Place, Room 710  
330 Graham Avenue  
WINNIPEG, Manitoba  
R3C 4B9 (204) 983-2428

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## Saskatchewan

Chief, Recruitment and Selection  
Canada Employment and  
Immigration Commission  
Financial Building, Room 600  
2101 Scarth Street  
REGINA, Saskatchewan  
S4P 2H9 (306) 780-6273

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## Alberta & Northwest Territories

Chief, Recruitment and Selection  
Canada Employment and  
Immigration Commission  
9th Street Bldg., 5th floor  
9925 — 109th Street  
EDMONTON, Alberta  
T5R 2J8 (403) 420-2388

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## Ontario

Director, Recruitment and Selection  
Canada Employment and  
Immigration Commission  
4900 Yonge Street, Suite 700  
WILLOWDALE, Ontario  
M2N 6A8 (416) 224-4876

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## Québec

Regional Chief  
Recruitment and Selection Branch  
Canada Employment and  
Immigration Commission  
1441 St. Urbain, 8th Floor  
P.O. Box 7500, Station A  
MONTREAL, Quebec  
H2X 2M6 (514) 283-4904

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## British Columbia & Yukon Territory

Manager, Recruitment and Selection Branch  
Canada Employment and  
Immigration Commission  
Royal Centre  
1055 West Georgia Street  
P.O. Box 11145  
VANCOUVER, British Columbia  
V6E 2P8 (604) 666-8563

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## Newfoundland

Chief, Recruitment and Selection  
Canada Employment and  
Immigration Commission  
167 Kenmount Place  
P.O. Box 12051  
ST. JOHN'S, Newfoundland  
A1B 3Z4 (709) 772-2119



# Addresses of Department of Regional Industrial Expansion

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Department of Regional Industrial Expansion  
P.O. Box 49178  
Bentall Postal Station  
VANCOUVER, British Columbia  
V7X 1K8

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Department of Regional Industrial Expansion  
Cornerpoint Building  
10179 — 105th Street, Suite 505  
EDMONTON, Alberta  
T5J 3S3

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Department of Regional Industrial Expansion  
105-21st Street East  
6th Floor  
SASKATOON, Saskatchewan  
S7K 0B3

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Department of Regional Industrial Expansion  
330 Portage Avenue, Room 608  
P.O. Box 981  
WINNIPEG, Manitoba  
R3C 2V2

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Department of Regional Industrial Expansion  
1 First Canadian Place, Suite 4840  
P.O. Box 98  
TORONTO, Ontario  
M5X 1B1

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Department of Regional Industrial Expansion  
Suite 301  
108 Lambert Street  
WHITEHORSE, Yukon  
Y1A 1Z2

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Ministère de l'Expansion industrielle régionale  
Tour de la Bourse  
800, place Victoria  
C.P. 247  
MONTRÉAL (Québec)  
H4Z 1E8

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Department of Regional Industrial Expansion  
770 Main Street  
P.O. Box 1210  
MONCTON, New Brunswick  
E1C 8P9

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Department of Regional Industrial Expansion  
1496 Lower Water Street  
P.O. Box 940, Station M  
HALIFAX, Nova Scotia  
B3J 2V9

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Department of Regional Industrial Expansion  
Confederation Court Mall  
134 Kent Street  
P.O. Box 1115  
CHARLOTTETOWN, Prince Edward Island  
C1A 7M8

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Department of Regional Industrial Expansion  
Parsons Building  
90 O'Leary Avenue  
P.O. Box 8950  
ST. JOHN'S, Newfoundland  
A1B 3R9

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Department of Regional Industrial Expansion  
Precambrian Building  
P.O. Bag 6100  
YELLOWKNIFE, Northwest Territories  
X1A 1C0

# Addresses of provincial contacts

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## Newfoundland

Deputy Minister  
Department of Career Development  
and Advanced Studies  
Beothuck Building  
Crosbie Place  
ST. JOHN'S, Newfoundland  
A1C 5T7

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## Nova Scotia

Senior Project Officer  
Industrial Promotion Branch  
Department of Development  
World Trade and Convention Centre  
1800 Argyle Street, Box 519  
Halifax, Nova Scotia  
B3J 2R7

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## New Brunswick

Labour Market Services Branch  
Department of Labour  
P.O. Box 6000  
Fredericton, New Brunswick  
E3B 5H1

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## Prince Edward Island

Chief of Research and Planning  
Prince Edward Island Department of Industry  
P.O. Box 2000  
CHARLOTTETOWN, Prince Edward Island  
C1A 7N8

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## Ontario

Industrial Investment Branch  
Immigrant Entrepreneur Section  
Ministry of Industry, Trade and Technology  
6th Floor — 900 Bay Street  
Hearst Block, Queen's Park  
TORONTO, Ontario  
M7A 2E1

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## Québec

Chef, Le Service des investisseurs  
Ministère des Communautés culturelles  
et de l'Immigration  
355, rue McGill  
MONTRÉAL (Québec)  
H2Y 2E8

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## Manitoba

Business applicants:

Ministry of Industry, Trade and Technology  
4th floor — 155 Carlton Street  
WINNIPEG, Manitoba  
R3C 3H8

Agricultural entrepreneurs and  
self-employed farmers:

Regional Business Immigration Coordinator  
Canada Immigration Centre  
3rd floor  
2 Lakeview Square  
175 Carlton Street  
WINNIPEG, Manitoba  
R3C 3H9

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## Saskatchewan

International Operations Division  
Economic Development and Trade  
3rd Floor  
2103-11th Avenue  
REGINA, Saskatchewan  
S4P 3V7

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## Alberta

Ministry of Career Development  
and Employment  
14th Floor, Park Square  
10001 Bellamy Hill  
Edmonton Alberta  
T5J 3W5

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## British Columbia

Ministry of Economic Development  
Suite 315, Robson Square  
800 Hornby Street  
VANCOUVER, British Columbia  
V6Z 2C5













Employment and  
Immigration Canada


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# Canada, business and you



Immigrative regulations,  
guidelines and procedures

Canada 





# Introduction

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## Canada's approach to business immigration

Canada welcomes business people from abroad who can provide significant economic benefits for the country and make a direct contribution to regional development. In recognition of this, the Government of Canada has introduced measures to facilitate and expedite immigration procedures for persons wishing to immigrate for the purpose of setting up business ventures which provide jobs and other economic benefits for Canadians.

This publication is designed to summarize the immigration policies and procedures for anyone seeking to enter Canada as a business person.

*This is not a legal document. For a precise legal reference please consult the Immigration Act and Regulations.*





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# How to immigrate as a business person

## Basic qualifications

Canada has a business immigration program designed to attract experienced business people who will create jobs and contribute to our economic development.

There are three categories of business immigrants: entrepreneurs, investors, and self-employed persons.

### 1) The entrepreneur

These immigrants are experienced business people who wish to buy or start a business in which they will have an active managerial role. The business must create jobs for one or more Canadians and must make a significant contribution to our economy. This category includes business people who are experienced in managing small to medium-sized enterprises.

### 2) The investor

These immigrants have a proven track record in business and have a net worth of at least \$500,000 (Can.). The investor must make an investment of not less than \$250,000 (Can.) that is irrevocable for at least three years. The investment must be in a business or commercial venture or in a privately administered investment syndicate, and it must contribute to the creation or continuation of employment opportunities for Canadian citizens or permanent residents. In addition, the endeavour must have the support of the federal or provincial government.

### 3) The self-employed

These immigrants will establish a business in Canada that employs only themselves. The business must contribute to the economy, or the cultural or artistic life of Canada. This category includes farmers, sports personalities, artists, members of the performing arts, and owners of small community businesses.





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# The immigration process, step by step

## Step one

**Y**our initial step is to contact the nearest Canadian mission in your country of residence. In most instances, a visa officer will be available to discuss business opportunities in Canada with you.

During this meeting the officer may suggest that, if you have not already done so, you make an exploratory trip to Canada. The visa officer will be able to assist you in making appointments with appropriate provincial officials. The officer will also consult with these officials to ensure that your business or investment is both viable and beneficial to the local economy.

## Step two

Once you have decided that opportunities in Canada exist for you, you must submit a completed application form, together with all supporting documents, to the Canadian mission. It should be noted that an application can be processed more quickly at the Canadian mission in your country of residence than at any other Canadian office abroad.

In general, the following documents must accompany your application:

- a curriculum vitae, which must include a description of your industrial, managerial or business experience;
- a statement of your financial resources that shows in Canadian dollars the funds you have available for immediate use and later transfer, as well as proof that you own these funds; and either
- a detailed business proposal that includes a cash flow forecast, a description of the role you intend to play in the business, and a projection of the number of jobs the business will create for Canadian residents other than your dependants; or,





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- a general description of the business venture that you would like to develop, or proposal in which you would like to invest, including the name of the province where you might like to establish this venture or make the investment.

### **Step three**

Once your submission has been received and examined, a visa officer may arrange a meeting with you to review it in detail. At this interview, the officer will determine whether you meet the general selection criteria that indicate the likelihood of your establishing yourself successfully in Canada. In addition, the officer will decide whether you have the expertise, finances, and realistic plans to qualify as an entrepreneur, investor or self-employed immigrant.

Before issuing an immigrant visa to you, the officer will:

- verify your background; and
- consult with authorities in the province you have selected to ensure that your plans complement that province's objectives for economic development.

Meanwhile, you and your family:

- will be requested to undergo medical examinations; and
- will be asked to provide any additional documentation necessary to complete your application.

### **Step four**

Once you meet general admission requirements, you and any eligible accompanying dependants will be issued an immigrant visa, if:

- your business or investment proposal fulfills all the requirements contained in the regulations;





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- you have proven that you have the necessary expertise and finances to undertake the venture;
  - your business or investment plans have the active support of the province you have chosen as your destination;
  - as an entrepreneur or self-employed person, you have supplied realistic cash flow forecasts, and you have indicated that your role in running your Canadian business will be an active one;
  - as an entrepreneur, you have indicated that your venture will employ one or more Canadians other than your family members or yourself; and
  - as an investor, you have a net worth of at least \$500,000 (Can.) and you have invested a minimum of \$250,000 (Can.) for at least three years in an approved business, syndicate, or venture capital fund which will contribute to job creation.

After you receive your immigrant visa, you may come to Canada. On your arrival, you will be granted landing and become a permanent resident of Canada.

### **Conditional landing for entrepreneurs**

If you have a proven track record as a successful business person but you do not have a firm business proposal, a conditional landing procedure may apply to you. If you can meet all other admission requirements for entrepreneurs and you would like an opportunity to develop your business plans from within Canada, the visa officer may issue you and your dependants an immigrant visa subject to certain conditions. You would then be admitted to Canada as a permanent resident. You would have two years to establish a business venture that you manage on an active basis, that has provincial support, and that creates jobs for Canadians.



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## **Step five**

After you arrive in Canada, Employment and Immigration will monitor the progress you have made in setting up your business. This process involves having entrepreneurial development counsellors available at local or regional immigration offices, and ensuring regular contact between you, provincial officials, and the development counsellors.

### **If you arrived under conditional landing**

As an entrepreneur, you should maintain contact with provincial officials for counselling and assistance in establishing or purchasing a suitable business. You should also stay in touch with the local immigration officer who will follow your progress in setting up a business.

As soon as you have identified a business and received support for it from provincial officials, you should notify the nearest Canada Immigration Centre. The local immigration officer will then confirm that the province supports your venture. As soon as this is done, and you have established or purchased that business, the conditions will be removed.

If, after two years, you have not fulfilled the conditions of your admission, you may be required to leave Canada.

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## **Follow-up**

Canada Immigration officials may contact you after you have established yourself to obtain your views on your experiences in immigrating to Canada and in setting up a business here. With this information, we can continue to improve our services abroad and also become more aware of any difficulties you may have encountered in your Canadian business endeavours.









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